

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 XMB-02 /022 W

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P R 101514Z MAR 75

FM AMEMBASSY LUXEMBOURG

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 4319

AMEMBASSY VIENNA

LIMITED OFFICIAL USE LUXEMBOURG 0173

VIENNA FOR EXIM MR. GEORGE DIETZ

E.O. 11652: N/A

TAGS: BEXP, LU

SUBJ: PRODUCT OPPORTUNITY: ARBED STEEL ROLLING MILL

REF: STATE 050643 (NOTAL)

1. LUCIEN MARC, ARBED CHIEF ENGINEER IN CHARGE OF THE STUDIES AND BIDS FOR THE DIFFERDANGE ROLLING MILL PROJECT, CONFIRMED TO ECON OFFICER ON MARCH 10 THAT SCHOLOEMANN-SIEMAG DOES REPRESENT SIGNIFICANT BUT NOT INSURMOUNTABLE COMPETITION. MARC DENIED ANY ATTEMPT ON ARBED'S PART TO SOLICIT US BIDS IN ORDER TO MAKE SCHOLOEMANN'S BID MORE REALISTIC. HE REMINDED US THAT IT HAD BEEN LARGELY THROUGH THE EMBASSY'S EFFORTS THAT HE AND OTHER DECISION MAKERS IN ARBED HAD BECOME CONVINCED THAT US IS NOW IN A POSITION TO OFFER SERIOUS COMPETITION AND THAT ARBED HAD THEREFORE OPENED BIDS TO US FIRMS.

2. WE SHARE MARC'S SURPRISE OVER FAILURE OF US FIRMS OF WEAN'S INTERNATIONAL REPUTATION TO TAKE UP THE COMPETITIVE CHALLENGE. MAIN COMPETITION TO WEAN COMES FROM A GERMAN COMPANY WHOSE CURRENCY HAS RECENTLY APPRECIATED BY OVER THIRTY PERCENT RELATIVE TO THE DOLLAR AND, WITH EX/IM BANK PARTICIPATION, US FIRMS COULD OBTAIN COMPETITIVE FINANCING.

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3. EMBASSY APPRECIATES EFFORTS DOC HAS MADE ON BEHALF  
OF THIS PROJECT AND AWAITS BIRDSBORO RESPONSE ASAP. MARC  
STATED THAT ARBED ALSO WILLING TO EXPLORE WAYS IN WHICH  
BIRDSBORO OR OTHER INTERESTED FIRM MIGHT SUPPLY EQUIPMENT.  
FARKAS

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Original Handling Restrictions:** n/a  
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**Reference:** 75 STATE 050643  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY: ARBED STEEL ROLLING MILL  
**TAGS:** BEXP, LU  
**To:** COM  
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